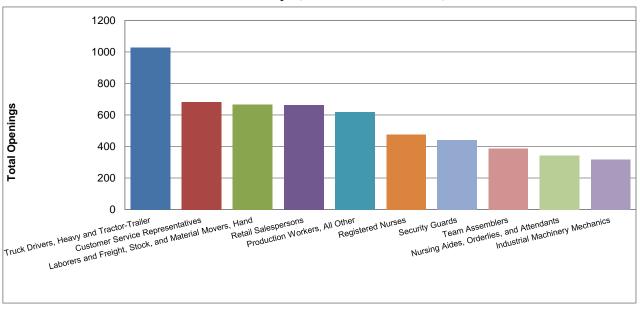
Top 10 Job Postings in Indiana Career Connect - Region 1

January 1, 2011 - December 31, 2011



JOB POSTINGS & STARTING WAGES REPORT

Economic Growth Region 1

Lake, Porter, LaPorte, Newton, Jasper, Starke, and Pulaski Counties
The Job Orders were created in ICC from 1/1/2011 - 12/31/2011
Released January 2012

		Total	Minimum	Maximum	Average
Category	Job Title	Openings	Hourly Rate	Hourly Rate	Hourly Rate
Manageme	ent Occupations				
11101100	Chief Executives	7	\$33.65	\$100.00	\$56.08
11102100	General and Operations Managers	55	\$9.00	\$48.08	\$24.27
11201100	Advertising and Promotions Managers	1	\$28.90	\$57.80	\$43.35
11202100	Marketing Managers	9	\$9.00	\$36.06	\$17.37
11202200	Sales Managers	59	\$8.00	\$96.15	\$28.33
11301100	Administrative Services Managers	7	\$7.50	\$45.19	\$18.71
11302100	Computer and Information Systems Managers	4	\$19.23	\$48.08	\$30.35
11303102	Financial Managers, Branch or Department	11	\$14.42	\$48.08	\$24.70
11304000	Human Resources Managers	7	\$12.00	\$48.08	\$30.34
11304100	Compensation and Benefits Managers	1	\$19.23	\$24.04	\$21.63
11304200	Training and Development Managers	2	\$12.00	\$14.00	\$13.00
11304900	Human Resources Managers, All Other	1	\$12.00	\$18.00	\$15.00
11305100	Industrial Production Managers	6	\$33.65	\$48.08	\$40.87
11305101	Quality Control Systems Managers	1	\$15.00	\$16.00	\$15.50
11306100	Purchasing Managers	2	\$15.00	\$28.85	\$19.52
11307101	Transportation Managers	4	\$24.04	\$33.65	\$28.85
11307102	Storage and Distribution Managers	4	\$10.00	\$18.00	\$14.83
11902100	Construction Managers	2	\$18.00	\$18.00	\$18.00
11903100	Education Administrators, Preschool and Child Care Center/Program	4	\$10.00	\$25.00	\$20.00

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Category	Job Title	Total	Minimum Hourly Rate	Maximum Hourly Rate	Average Hourly Rate
Calegory	OOD TIME	openings	Hourry Rate	Hourry Rate	Hourry Rate
11903200	Education Administrators, Elementary and	1	\$42.79	\$50.00	\$46.39
	Secondary School				
11903300	Education Administrators, Postsecondary	1	\$38.46	\$45.67	\$42.07
11904100	Engineering Managers	2	\$31.03	\$51.72	\$41.38
11905100	Food Service Managers	37	\$9.62	\$16.88	\$15.66
11911100	Medical and Health Services Managers	15	\$16.83	\$35.00	\$24.89
11914100	Property, Real Estate, and Community Association Managers	11	\$12.00	\$48.08	\$29.87
11915100	Social and Community Service Managers	8	\$12.02	\$21.00	\$16.06
11919900	Managers, All Other	21	\$14.42	\$33.65	\$20.68
11919901	Regulatory Affairs Managers	1	\$38.42	\$64.04	\$51.23
11919904	Supply Chain Managers	2	\$23.75	\$23.75	\$23.75
11919907	Security Managers	2	\$9.62	\$21.63	\$13.94
11919909	Wind Energy Operations Managers	1	\$40.87	\$47.12	\$43.99
Business a	and Financial Operations Occupations				
13102200	Wholesale and Retail Buyers, Except Farm Products	3	\$8.65	\$25.00	\$18.03
13102300	Purchasing Agents, Except Wholesale, Retail, and Farm Products	5	\$10.00	\$31.73	\$22.24
13104104	Government Property Inspectors and Investigators	1	\$17.12	\$17.12	\$17.12
13105100	Cost Estimators	7	\$12.02	\$28.85	\$16.90
13107101	Employment Interviewers	21	\$8.00	\$16.95	\$13.88
13107102	Personnel Recruiters	1	\$10.00	\$20.00	\$15.00
13107300	Training and Development Specialists	10	\$8.55	\$15.98	\$12.13
13107900	Human Resources, Training, and Labor Relations Specialists, All Other	6	\$19.23	\$28.85	\$23.56
13111100	Management Analysts	36	\$19.29	\$31.47	\$25.38
13112100	Meeting and Convention Planners	3	\$10.60	\$10.60	\$10.60
13119900	Business Operations Specialists, All Other	18	\$10.63	\$49.43	\$29.30
13119901	Energy Auditors	11	\$14.00	\$40.87	\$17.82
13201101	Accountants	13	\$12.00	\$27.40	\$19.86
13201102	Auditors	5	\$14.42	\$14.42	\$14.42
13205100	Financial Analysts	9	\$19.23	\$52.88	\$33.02
13205200	Personal Financial Advisors	6	\$13.25	\$16.57	\$14.91
13207100	Loan Officers	1	\$25.42	\$33.45	\$29.44
13207200	Loan Officers	15	\$9.62	\$43.27	\$17.10
13208200	Tax Preparers	156	\$7.50 \$7.50	\$26.00	\$9.22
13209900	Financial Specialists, All Other	4	\$7.50	\$35.40	\$23.29
Computer	and Mathematical Occupations				
15102100	Computer Programmers	1	\$21.63	\$31.25	\$26.44
15103100	Computer Software Engineers, Applications	2	N/A	N/A	N/A
15103200		3	\$28.85	\$28.85	\$28.85
	Computer Software Engineers, Systems Software	
15104100	Computer Support Specialists	5	\$12.50	\$25.00	\$16.70
15105100	Computer Systems Analysts	14	N/A	N/A	N/A
15106100	Database Administrators	1	\$37.52	\$37.52	\$37.52
15107100	Network and Computer Systems Administrators	4	\$12.36	\$29.45	\$16.20
15108100	Network Systems and Data Communications Analysts	5	\$14.42	\$24.04	\$19.23
15109900	Computer Specialists, All Other	3	N/A	N/A	N/A
15109901	Software Quality Assurance Engineers and Testers	3	\$14.42	\$26.44	\$20.43
15109904	Web Developers	3	\$10.00	\$45.00	\$30.59
15109905	Web Administrators	1	\$9.62	\$15.38	\$12.50
15109910	Business Intelligence Analysts	1	\$40.00	\$65.00	\$52.50
15109911	Information Technology Project Managers	4	\$7.25	\$41.03	\$22.28

Category	Job Title	Total Openings	Minimum Hourly Rate	Maximum Hourly Rate	Average Hourly Rate
15109914	Document Management Specialists	2	\$14.42	\$14.42	\$14.42
15209100	Mathematical Technicians	1	\$15.00	\$20.00	\$17.50
Architectu	re and Engineering Occupations				
17203100	Biomedical Engineers	2	\$31.25	\$36.06	\$33.65
17204100	Chemical Engineers	5	N/A	N/A	N/A
17205100	Civil Engineers	2	\$10.00	\$15.00	\$12.50
17205102	Water/Wastewater Engineers	1	\$24.04	\$36.06	\$30.05
17206100	Computer Hardware Engineers	1	\$14.50	\$14.50	\$14.50
17207100	Electrical Engineers	22	\$19.23	\$58.52	\$35.68
17211101	Industrial Safety and Health Engineers	12	\$20.00	\$35.00	\$26.26
17211200	Industrial Engineers	16	\$14.00	\$48.08	\$25.58
17213100 17214100	Materials Engineers Mechanical Engineers	8 21	\$29.33 \$14.42	\$29.33 \$56.03	\$29.33
17214100	Engineers, All Other	17	\$24.04	\$50.03 \$57.69	\$22.29 \$33.83
17219900	Manufacturing Engineers	8	\$24.04 \$19.23	\$36.06	\$33.63 \$25.24
17301202	Electrical Drafters	1	\$10.00	\$12.00	\$11.00
17301202	Mechanical Drafters	2	\$7.25	\$30.00	\$17.42
17302303	Electrical Engineering Technicians	2	\$28.85	\$28.85	\$28.85
17302500	Environmental Engineering Technicians	24	\$12.00	\$30.00	\$14.79
17302600	Industrial Engineering Technicians	1	\$19.23	\$38.46	\$28.85
17302900	Engineering Technicians, Except Drafters, All Other	3	\$12.00	\$19.00	\$15.00
17302901	Non-Destructive Testing Specialists	18	\$10.00	\$25.00	\$18.78
17302904	Electronics Engineering Technologists	1	\$10.00	\$10.00	\$10.00
17302909	Manufacturing Production Technicians	11	\$9.50	\$20.00	\$14.57
19102100	Biochemists and Biophysicists	2	N/A	N/A	N/A
19204100	Environmental Scientists and Specialists, Including Health	2	N/A	N/A	N/A
Life, Physic	cal and Social Science Occupations				
19302100	Market Research Analysts	6	\$24.04	\$48.08	\$36.06
19303102	Clinical Psychologists	1	\$14.42	\$16.83	\$15.62
19309901	Transportation Planners	4	\$10.00	\$15.00	\$11.88
19403100	Chemical Technicians	2	\$12.00	\$14.00	\$13.00
19409100	Environmental Science and Protection	8	\$12.00	\$16.00	\$14.00
19409901	Technicians, Including Health Quality Control Analysts	7	\$9.50	\$40.87	\$26.39
Communit	y and Social Service Occupations				
21101100	Counselors	7	\$9.50	\$11.50	\$10.50
21101100	Educational, Vocational, and School Counselors	21	\$13.18	\$16.83	\$13.59
21101300	Marriage and Family Therapists	1	\$30.00	\$40.00	\$35.00
21101400	Mental Health Counselors	2	\$11.00	\$25.00	\$17.00
21101500	Rehabilitation Counselors	3	\$8.75	\$10.00	\$9.38
21101900	Counselors, All Other	11	\$18.00	\$27.00	\$22.50
21102100	Child, Family, and School Social Workers	3	\$14.00	\$30.00	\$18.75
21102300	Mental Health and Substance Abuse Social	2	\$7.50	\$14.00	\$10.75
21102900	Social Workers, All Other Health Educators	12		\$25.00 \$15.39	\$22.17
21109100 21109300	Social and Human Service Assistants	2 22		\$15.38 \$15.00	\$15.38 \$12.11
21109900	Community and Social Service Specialists, All Other	32		\$16.83	\$12.66

Legal Occupations

Category	Job Title	Total Openings	Minimum Hourly Rate	Maximum Hourly Rate	Average Hourly Rate
23201100	Paralegals and Legal Assistants	3	\$9.00	\$13.00	\$11.00
23209900	Legal Support Workers, All Other	3	\$7.50	\$18.00	\$12.42
Education,	Training and Library Occupations				
25201100	Preschool Teachers, Except Special Education	4	\$8.50	\$13.46	\$11.80
25202100	Elementary School Teachers, Except Special Education	4	\$8.50	\$12.00	\$10.25
25203100	Secondary School Teachers, Except Special and Vocational Education	3	\$10.00	\$12.00	\$11.00
25309900	Teachers and Instructors, All Other	2	N/A	N/A	N/A
25401300	Museum Technicians and Conservators	1	\$27.97	\$45.63	\$36.80
25903100	Instructional Coordinators	2	N/A	N/A	N/A
25904100	Teacher Assistants	13	\$7.25	\$10.00	\$8.47
25909900	Education, Training, and Library Workers, All Other	1	\$14.00	\$14.00	\$14.00
Arts, Desig	n, Entertainment, Sports, and Media Occupation	<u>1S</u>			
27102100	Commercial and Industrial Designers	1	\$20.00	\$30.00 \$10.33	\$25.00 \$16.83
27102400	Graphic Designers Marchandisa Displayers and Window Trimmers	1	\$14.42 N/A	\$19.23 N/A	\$16.83
27102600	Merchandise Displayers and Window Trimmers	3	N/A \$7.25	N/A \$18.27	N/A \$13.56
27201203 27201205	Program Directors Technical Directors/Managers	4 2	\$7.25 \$14.90	\$18.27 \$21.15	\$13.56 \$18.03
27201205	Coaches and Scouts	3	\$14.90 \$7.50	\$21.15 \$16.83	\$10.03
27302200	Reporters and Correspondents	3	\$8.65	\$12.02	\$10.93
27303100	Public Relations Specialists	9	\$10.00	\$37.50	\$17.68
<u>Healthcare</u>	Practitioner and Technical Occupations				
29102100	Dentists, General	1	\$36.06	\$36.06	\$36.06
29103100	Dietitians and Nutritionists	7	N/A	N/A	N/A
29105100	Pharmacists	3	N/A	N/A	N/A
29106300	Internists, General	2	N/A	\$132.21	N/A
29106600	Psychiatrists	2	\$84.13	\$84.13	\$84.13
29111100	Registered Nurses	476	\$15.00	\$48.08	\$23.67
29112200	Occupational Therapists	27	\$27.08	\$38.00	\$32.54
29112300	Physical Therapists	16	\$25.00	\$60.00	\$36.88
29112700	Speech-Language Pathologists	6	N/A	N/A	N/A
29112900	Therapists, All Other	2	\$17.00	\$22.00	\$19.50
29119900	Health Diagnosing and Treating Practitioners, All	2	N/A	N/A	N/A
29119903	Nurse Practitioners	4	\$33.65 N/A	\$57.69	\$42.18 N/A
29203100 29203401	Cardiovascular Technologists and Technicians Radiologic Technologists	3	N/A N/A	N/A N/A	N/A N/A
29203401	Radiologic Technologists Radiologic Technicians	2 2	N/A \$17.00	N/A \$17.00	N/A \$17.00
29203402	aa.o.og.o Toomilolano	27	\$17.00 \$12.00	\$17.00	\$17.00 \$16.20
	Emergency Medical Technicians and Paramedics	۷.	ψ 1 ⊆ 100	Ψ20.00	Ψ10.20
29205200	Pharmacy Technicians	3	N/A	N/A	N/A
29206100	Licensed Practical and Licensed Vocational Nurses	25	\$14.42	\$25.00	\$18.66
29207100	Medical Records and Health Information Technicians	3	\$10.00	\$12.00	\$10.67
29208100	Opticians, Dispensing	4	\$7.25	\$7.25	\$7.25
29901100	Occupational Health and Safety Specialists	13	\$12.00	\$48.08	\$22.10
29901200	Occupational Health and Safety Technicians	11	\$24.04	\$35.00	\$32.75
29909900	Healthcare Practitioners and Technical Workers, All Other	2	\$12.00	\$19.00	\$15.50

Healthcare Support Occupations

Category	Job Title	Total Openings	Minimum Hourly Rate	Maximum Hourly Rate	Average Hourly Rate
31101100	Home Health Aides	54	\$7.25	\$12.00	\$8.40
31101200	Nursing Aides, Orderlies, and Attendants	342	\$8.25	\$12.00	\$9.18
31201100	Occupational Therapist Assistants	9	N/A	N/A	N/A
31202100	Physical Therapist Assistants	5	\$9.00	\$10.00	\$9.50
31901100	Massage Therapists	5	\$10.00	\$25.00	\$17.50
31909100	Dental Assistants	4	\$7.50	\$16.00	\$13.59
31909200	Medical Assistants	5	\$8.50	\$11.50	\$10.00
31909500 31909900	Pharmacy Aides Healthcare Support Workers, All Other	4 292	\$7.25 \$8.00	\$7.25 \$12.50	\$7.25 \$10.92
Protective	Service Occupations				
33201101	Municipal Fire Fighters	1	\$15.63	\$22.81	\$19.22
33301200	Correctional Officers and Jailers	25	\$9.00	\$11.94	\$11.37
33305101	Police Patrol Officers	2	\$18.54	\$18.54	\$18.54
33902100	Private Detectives and Investigators	1	\$26.44	\$44.23	\$35.34
33903200	Security Guards	440	\$7.25	\$30.30	\$10.54
33909200	Lifeguards, Ski Patrol, and Other Recreational	4	\$8.00	\$9.00	\$8.25
33909900	Protective Service Workers Protective Service Workers, All Other	6	\$8.50	\$9.50	\$9.00
Food Prep	aration and Serving Related Occupations				
35101100	Chefs and Head Cooks	9	\$8.00	\$25.00	\$14.34
35101200	First-Line Supervisors/Managers of Food	23	\$9.00	\$16.88	\$12.56
00101200	Preparation and Serving Workers	20	ψ5.00	ψ10.00	Ψ12.00
35201200	Cooks, Institution and Cafeteria	15	\$7.50	\$12.00	\$9.13
35201400	Cooks, Restaurant	19	\$7.25	\$14.80	\$9.97
35201900	Cooks, All Other	5	Ψ7.25 N/A	N/A	Ψ3.97 N/A
35201900	Food Preparation Workers	36	\$7.25	\$10.60	\$8.11
35301100	Bartenders	14	\$8.80	\$8.80	\$8.80
35301100	Combined Food Preparation and Serving	54	\$7.25	\$9.00	\$7.35
	Workers, Including Fast Food				
35302200	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	41	\$7.25	\$13.00	\$9.12
35303100	Waiters and Waitresses	34	\$7.50	\$7.50	\$7.50
35304100	Food Servers, Nonrestaurant	39	\$7.47	\$9.50	\$8.57
35901100	Dining Room and Cafeteria Attendants and Bartender Helpers	11	\$7.47	\$10.50	\$9.22
35902100	Dishwashers	4	N/A	N/A	N/A
35903100	Hosts and Hostesses, Restaurant, Lounge, and	7	\$10.60	\$10.60	\$10.60
35909900	Coffee Shop Food Preparation and Serving Related Workers, All Other	6	N/A	N/A	N/A
Building a	nd Grounds Cleaning and Maintenance Occupat	<u>ions</u>			
37101100	First-Line Supervisors/Managers of	12	\$9.62	\$19.23	\$11.57
27404000	Housekeeping and Janitorial Workers	^	ው ስ ስስ	¢40.00	¢40.50
37101200	First-Line Supervisors/Managers of Landscaping, Lawn Service, and Groundskeeping Workers	2	\$9.00	\$12.00	\$10.50
37201100	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	131	\$7.25	\$15.00	\$9.56
37201200	Maids and Housekeeping Cleaners	224	\$7.25	\$11.30	\$8.26
37201200	Building Cleaning Workers, All Other	8	\$9.00	\$10.00	\$9.50
37201900	Pest Control Workers	1	\$8.00	\$10.00	\$9.00
37301100	Landscaping and Groundskeeping Workers	45	\$7.25	\$10.00	\$9.00
37301100	Grounds Maintenance Workers, All Other	3	\$9.00	\$10.50	\$9.50
3,001000	Croanas Maintenance Workers, All Other	3	ψ5.50	ψ10.00	ψ5.50

		Total	Minimo	Movies	A
Categori	Job Title	Total Openings	Minimum Hourly Rate	Maximum Hourly Rate	Average Hourly Rate
Category	JOD TILLE	openings	Hourly Rate	HOULTY Kate	Hourry Kate
39101100	Gaming Supervisors	2		N/A	N/A
39102100	First-Line Supervisors/Managers of Personal	2		\$10.75	\$10.00
001-	Service Workers				
39102101	Spa Managers	1	\$11.50	\$11.50	\$11.50 \$12.50
39202100	Nonfarm Animal Caretakers	1	\$10.00 \$16.00	\$15.00 \$16.00	\$12.50 \$16.00
39301100 39309100	Gaming Dealers	21	\$16.00 \$9.00	\$16.00 \$11.70	\$16.00 \$10.35
39309100 39601100	Amusement and Recreation Attendants Baggage Porters and Bellhops	1 1	\$9.00 \$7.80	\$11.70 \$7.80	\$10.35 \$7.80
39603200	Transportation Attendants, Except Flight	2		\$7.80 N/A	\$7.80 N/A
JJ00020U	Attendants and Baggage Porters	2	11/74	IN/A	IN/A
39901100	Child Care Workers	113	\$7.25	\$10.00	\$8.36
39901101	Nannies	3	N/A	N/A	N/A
39902100	Personal and Home Care Aides	158	\$7.25	\$10.50	\$8.60
39909900	Personal Care and Service Workers, All Other	11	\$8.33	\$10.77	\$9.55
Sales and I	Related Occupations				
41101100	First-Line Supervisors/Managers of Berline	4.4	ቀ ፱ ላር	¢0F 04	¢40.40
- 1101100	First-Line Supervisors/Managers of Retail Sales Workers	14	\$7.25	\$25.61	\$16.12
41101200	First-Line Supervisors/Managers of Non-Retail	4	\$12.02	\$54.45	\$28.87
00	Sales Workers	7	ψ · Δ · U Δ	ΨO 1.7U	Ψ 2 0.01
41201100	Cashiers	60		\$12.91	\$9.50
41201200	Gaming Change Persons and Booth Cashiers	1	\$9.00	\$9.00	\$9.00
41202100	Counter and Rental Clerks	4		\$13.00	\$10.31
41202200	Parts Salespersons	3	·	\$15.87	\$13.05
41203100	Retail Salespersons	665		\$36.06	\$8.43
41301100	Advertising Sales Agents	7		\$86.71	\$33.99
41302100	Insurance Sales Agents	167		\$72.12 \$12.00	\$40.76 \$0.56
41303102	Sales Agents, Financial Services	4		\$12.00 \$63.58	\$9.56 \$24.62
41309900 41401100	Sales Representatives, Services, All Other Sales Representatives, Wholesale and	21 14	\$7.50 \$12.50	\$63.58 \$48.08	\$24.62 \$34.06
71 TU 1 1 1 U U	Manufacturing, Technical and Scientific Products	14	ψ1∠.3U	ψ 4 0.Uδ	ψ υ4 .UD
	·				
41401200	Sales Representatives, Wholesale and	642	\$9.62	\$50.00	\$14.89
	Manufacturing, Except Technical and Scientific				
/1001100	Products Demonstrators and Product Promoters	0.4	640.00	¢40.00	¢40.00
41901100 41902200	Demonstrators and Product Promoters Real Estate Sales Agents	24 2		\$13.20 N/A	\$10.86 N/A
41902200	Sales Engineers	1		\$31.25	\$26.44
41904100	Telemarketers	43		\$12.00	\$8.17
41909100	Door-To-Door Sales Workers, News and Street	62		\$75.00	\$28.74
	Vendors, and Related Workers			•	
41909900	Sales and Related Workers, All Other	82	\$8.67	\$86.71	\$48.66
Office and	Administrative Support Occupations				
43101100	First-Line Supervisors/Managers of Office and Administrative Support Workers	20	\$12.50	\$31.25	\$18.69
43201100	Switchboard Operators, Including Answering Service	10	\$8.50	\$9.25	\$8.58
43202100	Telephone Operators	5		\$8.50	\$8.50
43301100	Bill and Account Collectors	32	\$8.00	\$24.04	\$11.70
43302102	Billing, Cost, and Rate Clerks	10		\$54.45	\$14.56
43302103	Billing, Posting, and Calculating Machine Operators	8	\$7.25	\$12.00	\$10.34
43303100	Bookkeeping, Accounting, and Auditing Clerks	21	\$8.00	\$52.88	\$14.72
43304100	Gaming Cage Workers	2	\$9.00	\$9.00	\$9.00
43305100	Payroll and Timekeeping Clerks	4		\$18.00	\$14.67
43306100	Procurement Clerks	4	•	\$48.08	\$21.86
43307100	Tellers	72	\$7.25	\$13.40	\$9.34

Association			Total	Minimum	Maximum	Average
43405100 Customer Service Representatives 682 \$7.25 \$26.00 \$10.81 43406100 Eligibility Interviewers, Government Programs 5 \$7.25 \$15.00 \$11.25 43406100 Hotel, Motel, and Resort Desk Clerks 11 \$7.25 \$15.20 \$18.26 43417100 Library Assistants, Clerical 3 \$7.28 \$0.00 \$8.46 43417101 Customer Service and Clerks 2 \$11.00 \$16.37 \$13.24 43417100 New Accounts Clerks 1 \$12.83 \$15.22 \$14.03 43417100 New Accounts Clerks 1 \$12.83 \$15.22 \$14.03 43417100 Receptionists and Information Clerks 40 \$7.25 \$15.00 \$8.74 43417100 Receptionists and Information Clerks 40 \$7.25 \$15.00 \$8.74 43417100 Receptionists and Information Clerks 40 \$7.25 \$15.00 \$8.74 43417100 Receptionists and Information Clerks 40 \$7.25 \$15.00 \$8.74 434501100 Cargo and Frieipth Agents 2 N/A N/A N/A 43502100 Couriers and Messengers 1 \$10.00 \$12.00 \$11.00 43503100 Dispatchers, Except Police, Fire, and Ambulance 9 \$8.75 \$19.57 43504100 Moter Readers, Utilities 20 \$15.60 \$15.60 \$15.60 43505100 Postal Service Clerks 1 \$8.50 \$8.50 43506100 Postal Service Clerks 1 \$8.50 \$8.50 43506100 Postal Service Clerks 1 \$8.50 \$8.50 43508103 Slock Clerks, Sales Floor 149 \$7.25 \$9.00 \$7.24 43508103 Slock Clerks, Sales Floor 149 \$7.25 \$9.00 \$8.80 43508103 Slock Clerks, Sales Floor 149 \$7.25 \$9.00 \$8.80 43601100 Cargo Agricultural Equipment Operators 1 \$9.00 \$10.50 43601100 Cargo Agricultural Equipment Operators 1 \$1.00 \$12.00 \$10.50 43601100 Cargo Agricultural Equipment Operators 1 \$1.00 \$12.00 \$10.00 43601100 Cargo Agricultural Equipment Operators 1 \$1.00 \$1.00 \$10.50 43601100 Cargo Agricultural Equipment Operators 1 \$1.00 \$1.00 \$1.00 4500900 Agricultural Equipment Operators 1 \$1.00 \$1.00 \$1.00 4700100 Construction Cargenters 1 \$1.00 \$1.00 \$1.00 4700100 Constru	Category	Job Title				_
43408100 Eligibility Interviewers, Government Programs 5 \$7.25 \$15.00 \$11.25 \$9.48 \$43412100 Library Assistants, Clerical 3 \$7.28 \$9.00 \$8.46 \$43412100 Library Assistants, Clerical 3 \$7.28 \$9.00 \$8.46 \$43413100 Library Assistants, Clerical 3 \$7.28 \$9.00 \$8.46 \$43413100 Library Assistants, Clerical 5 \$12.35 \$9.48 \$43413100 Library Assistants, Except Payroll 5 \$12.83 \$15.22 \$14.03 \$43414100 New Accounts Clerks 1 \$12.83 \$15.22 \$14.03 \$14.371 \$19.07 \$15.70				*- -	465.55	* 4 * * * *
43404100 Hole, Motel, and Resort Desk Clerks					•	
43412100 Library Assistants, Clerical 3 \$7.28 \$9.00 \$8.45 \$13370 \$13			_		•	
43413100 Loan Interviewers and Clerks 2 \$12,00 \$16,37 \$13,70					·	· ·
43414100 New Accounts Clerks						
Add						
Add Timekeeping Add \$7.25					•	
43417100 Receptionists and Information and Record Clerks, All Other 3 \$14.57 \$19.57 \$15.00 \$8.74 434319901 Couriers and Messengers 1 \$10.00 \$12.00 \$11.00 43502101 Couriers and Messengers 1 \$10.00 \$12.00 \$11.00 43503210 Dispatchers, Except Police, Fire, and Ambulance 9 \$8.75 \$19.23 \$13.75 43504100 Meter Readers, Utilities 20 \$15.60 \$15.60 \$15.60 435054100 Meter Readers, Utilities 20 \$15.60 \$15.60 \$15.60 435054100 Postal Service Clerks 1 \$8.50 \$8.50 \$8.50 435051010 Postal Service Clerks 1 \$8.50 \$8.50 \$15.00 435061100 Production, Planning, and Expediting Clerks 1 \$8.50 \$8.50 \$8.50 43507100 Shipping, Receiving, and Traffic Clerks 40 \$7.25 \$15.00 \$8.93 435081101 Stock Clerks, Sales Floor 149 \$7.25 \$9.00 \$7.42 43508103 Stock Clerks, Sales Floor 149 \$7.25 \$9.00 \$8.97 43501100 Executive Secretaries and Administrative 34 \$7.25 \$25.00 \$11.95 43601100 Executive Secretaries and Administrative 34 \$7.25 \$25.00 \$11.95 43601200 Legal Secretaries 5 \$9.00 \$25.00 \$13.10 43601101 Executive Secretaries 5 \$9.00 \$25.00 \$10.70 43904101 Insurance Claims Clerks 2 \$10.00 \$12.00 \$10.00 43906100 Office Clerks, General 46 \$7.25 \$15.00 \$8.89 43909100 Office Clerks, General 46 \$7.25 \$15.00 \$10.00 43906100 Office Clerks, General 46 \$7.25 \$15.00 \$10.00 43906100 Office Clerks, General 46 \$7.25 \$10.00 \$10.00 4209000 Farmworkers, Farm and Ranch Animals 1 \$10.51 \$10.51 \$10.51 42090100 Agricultural Equipment Operators 1 \$10.51 \$10.51 \$10.51 42090100 Farmworkers, Farm and Ranch Animals 1 \$10.00 \$12.00 \$10.00 47201010 Construction Laborers 51 \$8.00 \$19.80 \$10.0	10110100		· ·	φο.σσ	Ψ20.11	Ψσ
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43501100 Cargo and Freight Agents 2 N/A N/A N/A 43502100 Couriers and Messengers 1 \$10,00 \$12,00 \$11,00 43503200 Dispatchers, Except Police, Fire, and Ambulance 9 \$8.75 \$19.23 \$13.75 43504100 Meter Readers, Utilities 20 \$15.60 \$15.60 \$15.60 43506100 Postal Service Clerks 1 \$8.50 \$8.50 \$8.50 43506100 Postal Service Clerks 1 \$8.00 \$15.00 \$8.89 43507100 Shipping, Receiving, and Traffic Clerks 40 \$8.00 \$15.00 \$8.89 43508101 Stock Clerks, Sales Floor 149 \$7.25 \$9.00 \$8.12 43508103 Stock Clerks, Sales Floor 149 \$7.25 \$9.00 \$8.92 4350110 Executive Secretaries and Administrative 3 \$7.25 \$10.00 \$8.97 43601100 Executive Secretaries and Administrative 3 \$9.00 \$25.00 \$11.00 43601100		•			•	
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A3505100	43503200	Dispatchers, Except Police, Fire, and Ambulance	9	\$8.75	\$19.23	\$13.75
A3505100	40504400	Mates Deadon Heller	00	#45.00	#45.00	#45.00
43506100						
A3507100 Shipping, Receiving, and Traffic Clerks 40 \$8.00 \$15.00 \$8.89 \$7.42 \$3508101 Stock Clerks, Sales Floor 149 \$7.25 \$9.00 \$7.42 \$43508103 Stock Clerks-Stockroom, Warehouse, or Storage 52 \$7.25 \$11.25 \$8.12 \$7.25 \$10.00 \$8.97 \$43501100 Weighers, Measurers, Checkers, and Samplers, Recordkeeping 8 \$7.25 \$10.00 \$8.97 \$43601100 Executive Secretaries and Administrative 34 \$7.25 \$25.00 \$11.95 \$43601200 Legal Secretaries 5 \$9.00 \$25.00 \$13.10 \$13.00 \$12.00 \$10.71 \$10.51					·	· ·
A3508101 Stock Clerks, Sales Floor 149 \$7.25 \$9.00 \$7.42						
A3508103 Stock Clerks- Stockroom, Warehouse, or Storage 52 \$7.25 \$11.25 \$8.12 Yard Weighers, Measurers, Checkers, and Samplers, Recordkeeping Recordkeeping A3601100 Executive Secretaries and Administrative 34 \$7.25 \$25.00 \$11.95 Assistants A3601200 Legal Secretaries 5 \$9.00 \$25.00 \$11.95 A3601400 Secretaries 3 \$8.00 \$12.00 \$10.50 \$10.50 \$10.60 \$10.71 Executive 43904101 Insurance Claims Clerks 2 \$10.00 \$12.00 \$11.00 \$10.71 Executive Executive 43904101 Insurance Claims Clerks 2 \$10.00 \$12.00 \$11.00 \$13.00					·	
Yard Yard Same of Recordkeeping					·	
43511100 Weighers, Measurers, Checkers, and Samplers, Recordikeeping Ageoratic Secretaries and Administrative 34 \$7.25 \$25.00 \$11.95	43300103	-	52	φ1.25	φ11.25	φ0.12
A3601100 Executive Secretaries and Administrative	43511100	Weighers, Measurers, Checkers, and Samplers,	8	\$7.25	\$10.00	\$8.97
43601300 Medical Secretaries, Except Legal, Medical, and Secretaries, Except Legal, Medical, and Secretaries, Except Legal, Medical, and Fexecutive 7 \$8.00 \$12.00 \$10.71 43904101 Insurance Claims Clerks 2 \$10.00 \$12.00 \$11.00 43904101 Office Clerks, General 46 \$7.25 \$15.00 \$8.69 43919900 Office and Administrative Support Workers, All Other 56 \$7.25 \$16.00 \$11.09 Farming, Fishing and Forestry Occupations Farmworkers and Laborers, Crop 37 \$7.25 \$10.20 \$8.01 45209300 Farmworkers, Farm and Ranch Animals 1 \$10.51 \$10.51 \$10.51 45209300 Farmworkers, Farm and Ranch Animals 1 \$13.00 \$13.00 \$13.00 \$13.00 \$13.00 \$13.00 \$13.00 \$24.63 Construction and Extraction Occupations 12 \$15.00 \$64.90 \$24.63 \$12.00 \$11.00 \$18.64 \$10.00 \$12.00 \$11.00 \$12.00 \$11.00 \$12.00 \$11.00 \$12.00	43601100	Executive Secretaries and Administrative	34	\$7.25	\$25.00	\$11.95
A3601400 Secretaries, Except Legal, Medical, and Executive E	43601200	Legal Secretaries	5	\$9.00	\$25.00	\$13.10
Executive A3904101 Insurance Claims Clerks 2 \$10.00 \$12.00 \$11.00 \$3906100 Office Clerks, General 46 \$7.25 \$15.00 \$8.69 \$43919900 Office and Administrative Support Workers, All 56 \$7.25 \$16.00 \$11.09 Other S7.25 \$10.20 \$11.09 Other S7.25 \$10.20 \$10.51 \$10.51 \$10.51 \$10.51 \$10.51 \$10.51 \$10.51 \$10.51 \$10.51 \$10.50 \$15.00 \$13.00	43601300	Medical Secretaries			\$12.00	\$10.50
43906100 Office Clerks, General Office and Administrative Support Workers, All Other 46 \$7.25 \$15.00 \$8.69 Farming, Fishing and Forestry Occupations 45209100 Agricultural Equipment Operators 1 \$10.51 \$10.51 \$10.51 45209202 Farmworkers and Laborers, Crop 37 \$7.25 \$10.20 \$8.01 45209300 Farmworkers, Farm and Ranch Animals 1 \$13.00 \$13.00 \$13.00 Construction and Extraction Occupations 47101100 First-Line Supervisors/Managers of Construction Trades and Extraction Workers 10 \$13.00 \$35.00 \$18.64 47203101 Construction Carpenters 10 \$13.00 \$35.00 \$18.64 47205100 Cement Masons and Concrete Finishers 4 \$10.00 \$12.00 \$11.00 47207300 Operating Engineers and Other Construction 6 \$18.00 \$58.52 \$37.71 Equipment Operators 48 \$10.00 \$35.00 \$13.40 47214100 Painters, Construction and Maintenance 5 \$9.00	43601400	Executive				
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47301500 HelpersPipelayers, Plumbers, Pipefitters, and Steamfitters 2 N/A N/A N/A 47404100 Hazardous Materials Removal Workers 26 \$10.00 \$18.00 \$13.33 47405100 Highway Maintenance Workers 24 \$15.00 \$15.00		·			·	
Steamfitters 47404100 Hazardous Materials Removal Workers 26 \$10.00 \$18.00 \$13.33 47405100 Highway Maintenance Workers 24 \$15.00 \$15.00						
47405100 Highway Maintenance Workers 24 \$15.00 \$15.00	47301500		2	N/A	N/A	N/A
	47404100					
47406100 Operators 2 N/A N/A N/A						
	47406100	Operators	2	N/A	N/A	N/A

		Total	Minimum	Maximum	Average
Category	Job Title	Openings	Hourly Rate	Hourly Rate	Hourly Rate
47407100	Septic Tank Servicers and Sewer Pipe Cleaners	1	\$11.56	\$11.56	\$11.56
47409900	Construction and Related Workers, All Other	74	\$12.50	\$50.00	\$29.45
47504100 47509900	Continuous Mining Machine Operators Extraction Workers, All Other	3 1	\$18.67 \$11.00	\$21.05 \$11.00	\$19.87 \$11.00
		ı	φ11.00	φ11.00	ф11.00
Installation	n, Maintenance and Repair Occupations				
49101100	First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	31	\$7.50	\$52.12	\$25.15
49201100	Computer, Automated Teller, and Office Machine Repairers	3	\$11.00	\$19.23	\$12.46
49202200	Telecommunications Equipment Installers and Repairers, Except Line Installers	3	\$11.00	\$11.00	\$11.00
49209400	Electrical and Electronics Repairers, Commercial and Industrial Equipment	12	\$10.00	\$25.00	\$21.58
49302100	Automotive Body and Related Repairers	7	\$8.00	\$25.00	\$16.00
49302300	Automotive Service Technicians and Mechanics	33	\$7.25	\$21.63	\$17.91
49302301	Automotive Master Mechanics	1	\$13.00	\$15.00	\$14.00
49302302	Automotive Specialty Technicians	17	\$8.00	\$25.00	\$15.47
49303100	Bus and Truck Mechanics and Diesel Engine Specialists	29	\$9.00	\$30.00	\$14.08
49304100	Farm Equipment Mechanics	1	\$12.50	\$20.00	\$16.25
49304200	Mobile Heavy Equipment Mechanics, Except Engines	8	\$15.00	\$26.00	\$17.33
49305100	Motorboat Mechanics	2	\$9.50	\$12.00	\$10.75
49305200	Motorcycle Mechanics	1	\$12.98	\$22.12	\$17.55
49305300	Outdoor Power Equipment and Other Small Engine Mechanics	1	\$8.00	\$8.00	\$8.00
49309300	Tire Repairers and Changers	9	\$8.00	\$16.00	\$10.83
49901200	Control and Valve Installers and Repairers, Except Mechanical Door	1	\$15.00	\$20.00	\$17.50
49902101	Heating and Air Conditioning Mechanics and Installers	21	\$8.00	\$33.65	\$16.15
49902102	Refrigeration Mechanics and Installers	7	\$13.40	\$26.44	\$17.96
49903100	Home Appliance Repairers	1	\$14.00	\$21.00	\$17.50
49904100	Industrial Machinery Mechanics	319	\$8.00	\$29.16	\$14.11
49904200	Maintenance and Repair Workers, General	91	\$7.25	\$26.81	\$14.82
49904300	Maintenance Workers, Machinery	11	\$8.00	\$23.37	\$18.00
49904400	Millwrights	4	\$10.00	\$20.00	\$14.00
49905200	Telecommunications Line Installers and Repairers	1	\$13.00	\$16.00	\$14.50
49909100	Coin, Vending, and Amusement Machine Servicers and Repairers	1	\$10.50	\$11.00	\$10.75
49909800	HelpersInstallation, Maintenance, and Repair Workers	58	\$8.70	\$37.50	\$14.19
49909900	Installation, Maintenance, and Repair Workers, All Other	30	\$12.00	\$21.15	\$16.13
Production	Occupations				
51101100	First-Line Supervisors/Managers of Production and Operating Workers	87	\$11.00	\$50.87	\$17.44
51202200	Electrical and Electronic Equipment Assemblers	7	\$8.00	\$23.16	\$14.28
51202300	Electromechanical Equipment Assemblers	1	\$14.00	\$14.00	\$14.00
51203100	Engine and Other Machine Assemblers	11	\$12.00	\$14.00	\$13.75
51203100	Structural Metal Fabricators and Fitters	23	\$9.00	\$20.00	\$14.35
51209100	Team Assemblers	389	\$7.50	\$24.00	\$10.95
51209200	Assemblers and Fabricators, All Other	51	\$7.25	\$14.00	\$11.52
51401100	Computer-Controlled Machine Tool Operators,	13	\$7.25	\$20.00	\$14.18
2.70.100	Metal and Plastic	.0	ψ20	+-0.00	ψ

Category	Job Title	Total Openings	Minimum Hourly Rate	Maximum Hourly Rate	Average Hourly Rate
51401200	Numerical Tool and Process Control Programmers	1	\$15.00	\$30.00	\$22.50
51402100	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$11.35	\$11.35	\$11.35
51403100	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	9		\$23.61	\$13.23
51403200	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	1	\$10.00	\$12.00	\$11.00
51403300	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	3	\$13.00	\$20.00	\$17.46
51403400	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	3	\$10.00	\$14.00	\$12.46
51403500	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	13		\$16.00	\$12.23
51404100	Machinists	52		\$32.00	\$19.36
51406100	Model Makers, Metal and Plastic	1	·	\$10.00	\$10.00
51407200	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	60	\$9.00	\$15.00	\$9.85
51411100	Tool and Die Makers	4		\$20.00	\$15.76
51412106	Welders, Cutters, and Welder Fitters	118	•	\$32.00	\$16.63
51412200	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	18		\$12.95	\$11.74
51419100	Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	2	·	\$19.81	\$17.67
51419400	Tool Grinders, Filers, and Sharpeners	1	\$20.66	\$20.66	\$20.66
51419900	Metal Workers and Plastic Workers, All Other	3		\$19.00	\$16.62
51502300	Printing Machine Operators	5		\$15.00	\$12.30
51601100	Laundry and Dry-Cleaning Workers	6		\$11.05	\$9.35
51603100	Sewing Machine Operators	2		\$12.00	\$10.25
51704200	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	2		\$14.00	\$9.63
51801200	Power Distributors and Dispatchers	2		\$12.50 \$24.04	\$10.94
51809300 51901100	Petroleum Pump System Operators, Refinery Operators, and Gaugers Chemical Equipment Operators and Tenders	1		\$24.04 \$32.40	\$24.04 \$24.11
51901100	Separating, Filtering, Clarifying, Precipitating, and	3 2		\$3∠.40 N/A	φ24.11 N/A
J 130 1200	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	2	IN/A	IN/A	IN/A
51902200	Grinding and Polishing Workers, Hand	1	\$19.37	\$19.37	\$19.37
51903200	Cutting and Slicing Machine Setters, Operators, and Tenders	4	\$9.00	\$10.53	\$9.50
51904100	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	40	·	\$22.00	\$10.53
51906100	Inspectors, Testers, Sorters, Samplers, and Weighers	2,034		\$29.00	\$7.58
51911100	Packaging and Filling Machine Operators and Tenders	30		\$17.86	\$13.44
51912100	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	1	\$10.00	\$15.00	\$12.50
51912200	Painters, Transportation Equipment	3		\$20.00	\$18.00
51919600	Paper Goods Machine Setters, Operators, and Tenders	5		\$10.00	\$9.40
51919800	HelpersProduction Workers	255		\$20.00	\$10.24
51919900	Production Workers, All Other	618	\$7.25	\$27.35	\$16.60

Transportation and Material Moving Occupations

		Total	Minimum	Maximum	Average
Category	Job Title	Openings	Hourly Rate	Hourly Rate	Hourly Rate
53102100	First-Line Supervisors/Managers of Helpers,	6	\$14.00	\$28.85	\$20.93
	Laborers, and Material Movers, Hand				
53103100	First-Line Supervisors/Managers of	5	\$9.00	\$13.00	\$10.25
	Transportation and Material-Moving Machine and				
50004466	Vehicle Operators	_	#0.00	#0.00	40.5 0
53301100	Ambulance Drivers and Attendants, Except	2	\$8.00	\$9.00	\$8.50
E2202400	Emergency Medical Technicians	2	¢10.00	¢12.00	¢11 50
53302100	Bus Drivers, Transit and Intercity	2 40	\$10.00 \$8.00	\$13.00 \$13.00	\$11.50 \$8.52
53302200 53303100	Bus Drivers, School Driver/Sales Workers	40 8	\$9.00	\$12.00 \$14.00	\$6.52 \$11.20
53303100	Truck Drivers, Heavy and Tractor-Trailer	0 1,028	\$9.00 \$10.00	\$14.00 \$48.08	\$11.20 \$18.66
53303200	Truck Drivers, Heavy and Tractor-Trailer Truck Drivers, Light or Delivery Services	87	\$7.25	\$48.00 \$18.00	\$10.00
53304100	Taxi Drivers and Chauffeurs	13	\$8.50	\$14.42	\$11.63 \$11.41
53309900	Motor Vehicle Operators, All Other	13	\$8.25	\$15.15	\$11.70
53401100	Locomotive Engineers	2	N/A	N/A	N/A
53403100	Railroad Conductors and Yardmasters	2	\$17.81	\$17.81	\$17.81
53602100	Parking Lot Attendants	8	\$7.25	\$9.00	\$8.00
53605101	Aviation Inspectors	1	\$37.23	\$62.04	\$49.64
53609900	Transportation Workers, All Other	3	N/A	N/A	N/A
53702100	Crane and Tower Operators	2	\$12.85	\$15.00	\$13.93
53705100	Industrial Truck and Tractor Operators	26	\$9.00	\$18.60	\$12.12
53706100	Cleaners of Vehicles and Equipment	24	\$7.25	\$18.09	\$10.97
53706200	Laborers and Freight, Stock, and Material	667	\$7.25	\$25.00	\$10.12
	Movers, Hand				
53706300	Machine Feeders and Offbearers	8	\$9.00	\$17.86	\$13.92
53706400	Packers and Packagers, Hand	84	\$7.25	\$11.00	\$7.91
53708100	Refuse and Recyclable Material Collectors	5	\$10.00	\$19.01	\$15.50

N/A = Not specified

Notes: Compensation for some jobs may include tips or commissions not accounted for in the wage listing.

Source: Indiana Department of Workforce Development, Indiana Career Connect

JOB POSTINGS & STARTING WAGES REPORT

This publication includes information about the types of job openings received and the starting wages listed with offices of the Indiana Department of Workforce Development (DWD). The report that follows summarizes the listings received from employers for the twelve-month period and the geographic area specified on the front of this publication.

The description lists occupational titles according to the Occupational Employment Statistics classification system. More than one occupational title may be used to match applicants with job listings. The number column, however, reports the number of job openings. These positions should be interpreted as having been available sometime during this period and not necessarily as currently available.

The starting wages listed do not reflect "prevailing wage rates". The wages are based on the minimum wage that employers stated they would pay to workers who fulfill their job requirements for education and/or experience. The wages presented identify the minimum wage offered by any employer, the maximum wage offered by any employer, and the mid hourly wage offered by all employers for the listed occupational grouping. Compensation for some jobs may include tips and/or commissions, and benefits not accounted for in the wage listing.

Job seekers and those who assist them with their job search will find this report to be a useful tool in identifying the frequency of job openings and the starting wages typically offered. The information presented may be useful to those who are choosing or changing careers, given that potential wages are a critical factor in making career choices. Other career choice factors in addition to wages may include aptitudes, interests, abilities, length of training, the job outlook, working conditions, and so forth.

While Job Postings and Starting Wages can be a very useful tool, the report contains information for only those openings listed with DWD. Other sources of information should be consulted regarding the availability of jobs, qualifications, and wages. These may include:

- · personal contacts
- counselors
- want ads
- libraries
- the Occupational Outlook Handbook
- professional associations
- Information Resource Areas of Indiana Workforce Development Centers

A free computerized job matching service is available through DWD's Indiana Career Connect (ICC), at no cost to job seekers or employers. Job seekers registering for work specify their qualifications, desires, and wage requests. An employer may call one of DWD's local offices with an opening, describing the position requirements, hours of work, and other conditions of employment, in addition to the starting wage to be offered. The information from both parties is entered into ICC, and then used to locate suitable candidates for the job opening. Employers may also post job openings, search for potential employees, and go through an initial screening process via the Internet. For more details on ICC, check our web site: http://www.in.us/dwd

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